



Revision number: 2

Purchasing Agent: GLENDON MITCHELL

**Item: COMPUTERS –DESKTOP APPLICATION AND TECHNICAL TRAINING**

Vendor: 64634D NEW HORIZONS COMPUTER LEARNING CENTER  
2355 SOUTH TECHNOLOGY DRIVE  
WEST VALLEY CITY, UTAH 84119

Internet Homepage: [www.newhorizons.com](http://www.newhorizons.com)

Telephone: (801) 952-4300

Fax number: (801) 952-4301

Contact: DAVE BUTTERFIELD

Email address: [dave.butterfield@newhorizons.com](mailto:dave.butterfield@newhorizons.com)

Price: SEE ATTACHED PRICE LIST

Effective dates: 07/01/02 through 06/30/2003

Price guarantee period: 1 year

Minimum order:

Other conditions:

Renewal Options:

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**NOTE: CONTRACT REFERENCE TO LEARNING LOFT REMOVED.**

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This is a multiple award contract. Users must review all contracts in the relevant category for optimal pricing and service: see listing on last page. Document the award selection.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**Contact Information:**

Dave Butterfield  
 2355 South Technology Drive  
 West Valley City, Utah 84119  
 Dave.butterfield@newhorizons.com

**Scope of contract:** Training contracts cover any combination or the total of all three categories as listed on page 1 of the Contract Summary Sheet: (1) Desktop Applications, (2) Technical, and/or (3) Softskills .

**Desktop Application** is defined as any user training that is not of a technical nature. Such applications may include, but not limited to, word processing, spreadsheet, database, and presentation software.

<i>New Horizons</i>	Beg	Int	Adv	No. of Days	Total Hours	List Price	% Off List Price	Contract Price
Access	x	x	x	4	32	\$797.00	50%	\$396.00
CorelDraw	x	x	x	3	24	\$597.00	50%	\$297.00
Crystal Reports	x	x	x	4	32	\$797.00	50%	\$396.00
Excel	x	x	x	3	24	\$597.00	50%	\$297.00
FoxPro	x			2	16	\$399.00	50%	\$198.00
Groupwise	x			1	8	\$199.00	50%	\$99.00
Harvard Graphics	x			1	8	\$199.00	50%	\$99.00
Illustrator	x	x	x	3	24	\$597.00	50%	\$297.00
Lotus 1-2-3	x	x	x	3	24	\$597.00	50%	\$297.00
Microsoft Office	x			1	8	\$199.00	50%	\$99.00
PageMaker	x	x	x	4	32	\$797.00	50%	\$396.00
Paradox	x	x		3	24	\$598.00	50%	\$297.00
PhotoDraw	x	x	x	4	32	\$797.00	50%	\$396.00
Photoshop	x	x	x	6	48	\$1,197.00	50%	\$594.00
PowerPoint	x	x		2	16	\$398.00	50%	\$198.00
Presentations	x	x		2	16	\$398.00	50%	\$198.00
Project	x	x		3	24	\$598.00	50%	\$297.00
Publisher	x			2	16	\$399.00	50%	\$198.00
QuarkXpress	x	x	x	4	32	\$797.00	50%	\$396.00
QuattroPro	x	x	x	3	24	\$597.00	50%	\$297.00
Ventura Publishing	x			1	8	\$199.00	50%	\$99.00
Visio	x			2	16	\$399.00	50%	\$198.00



Windows 2000	x	x	x	3	24	\$597.00	50%	\$297.00
Word	x	x	x	3	24	\$597.00	50%	\$297.00
Works	x			1	8	\$199.00	50%	\$99.00

Microsoft Test Pricing

\$65.00 Each

**Technical training** is for users who are system administrators or those who need training in a high level subject. Training may include, but not limited to, Novell, Microsoft, Unix environments with testing and certification, Web, Mainframe, and programming languages.

				No. of	Total	List	% Off	Contract
<i><b>New Horizons (Novell Training)</b></i>	Beg	Int	Adv	Days	Hours	Price	List Price	Price
Directory Technologies	x	x	x	3	24	\$1,195.00	50%	\$597.51
Fundamentals of Internetworking	x	x	x	2	16	\$799.00	50%	\$399.00
Fundamentals of Network Mangement	x	x	x	2	16	\$799.00	50%	\$399.00
GroupWise Administration	x	x	x	3	24	\$1,195.00	50%	\$597.51
GroupWise Net Access & Connectivity	x	x	x	3	24	\$1,195.00	50%	\$597.51
Inetgrating Netware & Windows NT	x	x	x	5	40	\$1,995.00	50%	\$997.50
Introduction to Networking	x	x	x	5	40	\$1,995.00	50%	\$997.50
NDS Design & Implementation	x	x	x	3	24	\$1,195.00	50%	\$597.00
NDS Tools & Diagnostics	x	x	x	5	40	\$1,995.00	50%	\$997.50
Netware 5.1 Administration	x	x	x	5	40	\$1,995.00	50%	\$997.50
Netware for SAA: Install & Troubleshooting	x	x	x	4	32	\$1,595.00	50%	\$797.52
Netware NFS Services: File Sharing	x	x	x	2	16	\$799.00	50%	\$399.00
Netware NFS Services: Management & Print	x	x	x	2	16	\$799.00	50%	\$399.00
Netware TCP/IP Transport	x	x	x	2	16	\$799.00	50%	\$399.00
Networking Technologies	x	x	x	5	40	\$1,995.00	50%	\$997.50
Service & Support	x	x	x	5	40	\$1,995.00	50%	\$997.50
TCP/IP for Networking Professionals	x	x	x	3	24	\$1,195.00	50%	\$597.51
Novell Testing								\$100.00

				No. of	Total	List	% Off	Contract
<i><b>New Horizons (Microsoft Training)</b></i>	Beg	Int	Adv	Days	Hours	Price	List Price	Price
Accessing Data w/MS Visual C++6	x	x	x	3	24	\$999.00	50%	\$499.50
Building a Data-Driven Web Site Using MS FrontPage 2000	x	x	x	1	8	\$333.00	50%	\$166.50
Building Client/Server Applications w/MS Access 2000	x	x	x	3	24	\$999.00	50%	\$499.50
Building Distributed Applications w/COM+ Services & Microsoft Visual C++	x	x	x	5	40	\$1,799.00	50%	\$899.50
Building Solutions in MS Exchange 2000 w/ the Web Storage System	x	x	x	3	24	\$999.00	50%	\$499.50



Building XML-Based Web Applications	x	x	x	5	40	\$1,799.00	50%	\$899.50
Building Web Applications Using MS Visual InterDev 6	x	x	x	1	8	\$333.00	50%	\$166.50
Component Development Using Active Template Library	x	x	x	5	40	\$1,799.00	50%	\$899.50
Creating & Configuring a Web Server Using MS Tools	x	x	x	3	24	\$999.00	50%	\$499.50
Designing MS Exchange 2000 for the Enterprise	x	x	x	3	24	\$999.00	50%	\$499.50
Exchanging & Transforming Data Using XML & XSLT	x	x	x	5	40	\$1,799.00	50%	\$899.50
Implementing & Managing MS Exchange 2000	x	x	x	5	40	\$1,799.00	50%	\$899.50
Implementing MS Internet Explorer	x	x	x	2	16	\$699.00	50%	\$349.50
Introduction to C++ Programming for MS NET Platform	x	x	x	5	40	\$1,799.00	50%	\$899.50
Introduction to Designing Collaborative Solutions Using Digital Dashboards	x	x	x	5	40	\$1,799.00	50%	\$899.50
Introduction to Programming w/MS Visual Basic 6	x	x	x	5	40	\$1,799.00	50%	\$899.50
Mastering COM Development Using MS Visual C++	x	x	x	5	40	\$1,799.00	50%	\$899.50
Mastering Database Fundamentals using Access 2000	x	x	x	2	16	\$699.00	50%	\$349.50
Mastering Microsoft Access 2000 Programming	x	x	x	3	24	\$999.00	50%	\$499.50
Mastering Microsoft Office 2000 Solution Development	x	x	x	5	40	\$1,799.00	50%	\$899.50
Mastering MS Visual Basic 6 Development	x	x	x	5	40	\$1,799.00	50%	\$899.50
Mastering Web Application Development Using MS Visual InterDev 6	x	x	x	5	40	\$1,799.00	50%	\$899.50
Mastering Web Site Fundamentals	x	x	x	5	40	\$1,799.00	50%	\$899.50
Secure Web Access Using MS Proxy Server	x	x	x	2	16	\$699.00	50%	\$349.50
Upgrading from MS Exchange Server 5.5 to MS Exchange 2000	x	x	x	5	40	\$1,799.00	50%	\$899.50
Microsoft Testing								\$100.00

				No. of	Total	List	% Off	Contract
<b>New Horizons (UNIX Training)</b>	Beg	Int	Adv	Days	Hours	Price	List Price	Price
HP-UX Performance & Tuning	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
HP-UX System & Network Administration	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
Informix	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
Linux Fundamentals	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
Linux Installation, Configuration & Admin	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
Linux Security	x	x	x	5	40	\$2,999.00	10%	\$2,699.00



Perl Scripting	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
Practical Unix & Network Security	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
Unix Fundamentals	x	x	x	5	40	\$2,999.00	10%	\$2,699.00
UNIX Testing								\$125.00

				No. of	Total	List	% Off	
	Beg	Int	Adv	Days	Hours	Price	List Price	Contract Price
<b>New Horizons (Web &amp; Programming)</b>								
C++Programming	x			5	40	\$2,999.00	17%	\$2,499.00
CGI Programming	x	x	x	8	64	\$4,999.00	20%	\$3,999.04
Fireworks	x		x	2	16	\$399.00	50%	\$199.00
Flash	x			1	8	\$199.00	50%	\$99.00
FrontPage	x	x	x	3	24	\$597.00	50%	\$298.50
HTML	x	x	x	3	24	\$597.00	50%	\$297.99
Internet Explorer	x			1	8	\$199.00	50%	\$99.00
Introduction to Programming	x	x	x	5	40	\$2,800.00	11%	\$2,499.00
Introduction to the Internet	x			1	8	\$199.00	50%	\$99.00
Java Programming	x			5	40	\$1,799.00	50%	\$899.50
Java Script	x			2	16	\$699.00	50%	\$349.50
Netscape	x			1	8	\$199.00	50%	\$99.00
Visual Basic	x			1	8	\$199.00	50%	\$99.00
Web Design	x	x	x	3	24	\$597.00	50%	\$298.50
XML	x			1	8	\$199.00	50%	\$99.00
Price for Testing								\$125.00

				No. of	Total	List	% Off	
	Beg	Int	Adv	Days	Hours	Price	List Price	Contract Price
<b>New Horizons (Oracle)</b>								
Data Modeling & Relational Database	x	x	x	4	32	\$2,240.00	11%	\$1,999.00
Introduction to Oracle	x	x	x	5	40	\$2,800.00	11%	\$2,499.00
Oracle Architecture & Administration	x	x	x	5	40	\$2,800.00	11%	\$2,499.00
Oracle Backup & Recovery	x	x	x	4	32	\$2,240.00	11%	\$1,999.00
Oracle Forms Design	x	x	x	3	24	\$1,620.00	7%	\$1,499.01
Oracle Network Administration	x	x	x	2	16	\$1,680.00	11%	\$1,499.00
Oracle Performance & Tuning	x	x	x	5	40	\$2,800.00	11%	\$2,499.00
Oracle PL/SQL	x	x	x	5	40	\$2,800.00	11%	\$2,499.00
Oracle Reports	x	x	x	5	40	\$2,800.00	11%	\$2,499.00
Oracle SQL	x	x	x	3	24	\$1,680.00	11%	\$1,499.01

				No. of	Total	List	% Off	
	Beg	Int	Adv	Days	Hours	Price	List Price	Contract Price
<b>New Horizons (Cisco)</b>								
Building Multilayer Switching Networks	x	x	x	5	40	\$1,999.00	50%	\$999.00



Building Remote Access Networks	x	x	x	5	40	\$1,999.00	50%	\$999.00
Building Scalable Cisco Networks	x	x	x	5	40	\$1,999.00	50%	\$999.00
Cisco Collaboration Server for Systems Admins	x	x	x	2	16	\$799.00	13%	\$699.00
Cisco Enterprise Management Solutions	x	x	x	5	40	\$1,999.00	15%	\$1,699.00
Cisco Internetwork Design	x	x	x	5	40	\$1,999.00	15%	\$1,699.00
Cisco Internetwork Troubleshooting	x	x	x	5	10	\$1,999.00	50%	\$999.00
Cisco IP Telephony	x	x	x	5	40	\$1,999.00	15%	\$1,699.00
Cisco Secure PIX, Firewall	x	x	x	2	16	\$799.00	13%	\$699.00
Cisco Voice Over IP, ATM, & Frame Relay	x	x	x	5	40	\$1,999.00	50%	\$999.00
Cisco WAN Manager Installation and Operations	x	x	x	4	32	\$1,599.00	6%	\$1,499.00
Configuring BGP on Cisco Routers	x	x	x	3	24	\$1,199.00	8%	\$1,098.99
Designing Cisco Networks	x	x	x	3	24	\$1,199.00	8%	\$1,098.99
Installation and Maintenance of Cisco Routers	x	x	x	4	32	\$1,599.00	6%	\$1,499.00
Interconnecting Cisco Network Devices	x	x	x	5	40	\$1,999.00	50%	\$999.00
Managing Cisco Network Security	x	x	x	5	40	\$1,999.00	15%	\$1,699.00
Cisco Testing								\$100.00

Suppliers may choose to coordinate classes to include State students and other customers. The State does not require private classes for State students.

The contract covers only the classes listed. Any changes must be pre-approved by the ITS Training Resource Center and State Purchasing.

Instructors must have a minimum of 2 years to teach classes listed in this contract. Certificates of completion to each student are required at the end of each class.

**Training materials:** Contractor is to provide training materials to each student for each class. This could include on-line materials, guides, manuals, etc.

**REPORTS:** The contractor will submit quarterly reports to the state purchasing agent showing quantities and dollar volume of purchases by each state agency and political subdivision. These reports will be due 10 days after the calendar quarter

#### **OTHER COMPUTER TRAINING CONTRACTS:**

##### **DESKTOP APPLICATIONS**

MA-819	Salt Lake Community College
MA-1451	University of Utah, Academic Outreach and Continuing Ed
MA-605	Ranel, Inc. dba ExecuTrain of Utah
MA-1401	The Learning Loft
MA-1453	New Horizons
MA-1455	The MindCenter LLC



**TECHNICAL**

MA-1454 Weber State University  
MA-528 PC Training West, LLC  
MA-853 Advanced Technical Center, Inc.

**SOFT SKILLS**

MA-819 Salt Lake Community College  
MA-1452 University of Utah, Professional Education

FINET COMMODITY CODE(S):

92435000000- IN-SERVICE TRAINING